

## Message Text

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PAGE 01 STUTTG 00226 051507Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
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R 051430Z MAR 75  
FM AMCONSUL STUTTGART  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2388  
AMEMBASSY BONN

UNCLAS STUTTGART 0226

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJ: GLOBAL MARKET RESEARCH - LABORATORY INSTRUMENTS

REF: STATE CA- 6864 OF 9/3/74

1. CONGEN HAS EXAMINED DR. KINDEL S MARKET RESEARCH STUDY ON LABORATORY INSTRUMENTS FOR THE FEDERAL REPUBLIC OF GERMANY AND FINDS IT SATISFACTORY. APPEARS THAT ALL QUESTIONS INCLUDED IN MARKET RESEARCH SPECIFICATIONS HAVE BEEN ANSWERED TO EXTENT POSSIBLE. REGARDING PRODUCTION AND FOREIGN TRADE DATA, KINDEL HAS SELECTED EXACTLY THE SAME PRODUCTS AND PRODUCT CATEGORIES FOR BOTH SETS OF DATA SO THE VALUE FIGURES USED IN HIS REPORT ARE FULLY COMPARABLE.
2. CONGEN HAS BEEN INFORMED BY ITS INDUSTRY CONTACTS IN LABORATORY INSTRUMENT FIELD THAT AS OF THE MOMENT IT IS EXTREMELY DIFFICULT TO MAKE A REASONABLY ACCURATE PROJECTION OF PRODUCTION AND SALES FIGURES FOR CY 1975. CLEAR INDICATIONS ARE LACKING AS TO THE DEPTH AND DURATION OF THE CURRENT RECESSIONARY CYCLE IN GERMANY. IN THESE CIRCUMSTANCES, CONGEN BELIEVES THAT DR. KINDEL S ESTIMATES FOR PRODUCTION, FOREIGN TRADE AND CONSUMPTION ARE ADEQUATE.
3. INSTRUMENTS MANUFACTURERS MAY BENEFIT FROM FRG FUND ASSISTING SMALL AND MEDIUM-SIZED COMPANIES IN FINANCING R AND D. DM 29 MILLION HAVE BEEN EXPENDED FROM THIS FUND ON 57 PROJECTS IN PAST THREE YEARS.

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4. MINOR CORRECTIONS IN KINDEL S REPORT AS FOLLOWS:

A. ACCORDING TO DEUTSCHE BUNDESBANK, AVERAGE RATE OF EXCHANGE FOR 1974 WAS DM 2,58 ; ONE DOLLAR.

B. ITEM 3.42.02- DORNIER GMBH SHOULD BE INCLUDED IN LIST OF AERONAUTICS MANUFACTURERS AND MAIZENA, KNORR AND MAGGI IN FOOD SECTOR.

C. ITEM 3.21.02- THIS SECTION SHOULD MAKE IT CLEAR THAT STATISTICS FOR PRODUCTION AND FOREIGN TRADE ARE FULLY COMPARABLE SINCE EXACTLY SAME PRODUCTS AND PRODUCT GROUPS WERE USED FOR BOTH SETS OF DATA.

D. ITEM 3.33.01 - PARAGRAPH B APPEARS TO BE EITHER MISSING OR UNNUMBERED.

5. THE TRADE LIST OF PRINCIPAL POTENTIAL AGENTS AND DISTRIBUTORS OF LABORATORY INSTRUMENTS IN THE FEDERAL REPUBLIC OF GERMANY HAS BEEN PREPARED BY THE CONGEN AND IS BEING SENT TO WASHINGTON ( STUTTGART A-25 OF 3/5/75.).

JENKINS

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## Message Attributes

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